Over import of non-compliant vehicles

CARB considers suit against EPA

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — California's Air Resources Board is considering suing EPA over the latter's policy of allowing on a one-time-only basis the importation of 1977 or older vehicles without modification to comply with U. S. emission standards.

According to CARB sources, the board has an informal opinion from the Attorney General's office suggesting the policy is illegal and contrary to the intent of Congress when it adopted amendments to the Clean Air Act in 1977.

When the board might act is uncertain, the sources said, but it would not be too soon for certain European auto makers who are disturbed by the notion that there will soon be in the U. S. a substantial number of their products they never intended to be here and which they must now be prepared to service.

Indeed, one of the makers, Ferrari, has petitioned EPA to rescind the policy or provide it with the legal basis for EPA's action.

Mercedes-Benz, BMW and Porsche-Audi share that view, but have been reluctant to act thus far because they are more interested in pushing legislation through Congress that would prevent so-called "gray-market customizers" — or for that matter, anyone — from bringing new Europe-only models into the country and modifying them to meet U. S. emissions and safety requirements.

• Such activity is more damaging to their dealers and the corporate good name, they reason, so why bother with the exemption for five-year-old cars. EPA adopted the five-year exemption largely to rid itself of a paperwork burden.

But what originally was thought would be a trickle of cars so exempted has turned into a bit of a flood, according to EPA sources, who illuminate the point by saying that "whole families, including babies and dogs, have begun applying for the one-time-only exemption."

"We're getting hundreds of requests," they said. And many of those requests are coming from car-crazy California, which is why the CARB is thinking of suing the EPA.

California sets its own emission standards under rights granted it by Congress. The state has been tough about them because it has some of the most difficult auto pollution problems in the country.

• California allows no vehicle to avoid the emission standards, including used cars coming from out of state, so it has a little problem when EPA adopts a policy that allows individuals to import, on a one-time-only basis, a five-year old or older vehicle that does not meet U. S. emission standards and operate it.

"There is an element of unfairness we don't like here, never mind the fact that we don't need the added pollution," a CARB source said.

California recently shut down the lucrative business of importing brand new exotics and modifying them to comply with the state's emission standards when it ruled that such vehicles could be sold in the state only if they are certified as being in compliance with emission standards by the actual manufacturer, not a modifier.

Used vehicles imported into the state must comply with federal emissions standards.

Converter in search of a new market

Coach Builders Ltd., High Springs, Fla., has modified its convertible conversion of the BMW 320i and is now marketing the conversion to car owners who are tired of a hard roof over their heads. Equipped with a padded, insulated manual top and plastic window, the conversion carries a $4,900 dealer price, which includes body reinforcement.

0.2 GPM particulate standard set back 2 years

EPA delays tougher diesel rules

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Confirming what had been in the wind for months, the EPA last week said it would postpone for two years tough new emission requirements for diesel cars and light trucks.

In moving the effective date of the 0.2-gram-per-mile diesel particulate standard from 1985 to 1987, the EPA agreed with the makers that technology will not be ready for compliance at the earlier date.

EPA currently enforces a 0.6-gpm diesel particulate standard which, by and large, is being met without resorting to the trap-oxidizer technology needed to meet the 0.2 gpm standard.

Diesel particulates are damaging to humans and air quality. They have shown mutagenic properties in the Ames Test, a measure of carcinogenic potential, but researchers have not found hard evidence of this.

EPA first moved to control diesel particulate emissions in February, 1979, largely in response to concern that diesel-powered vehicles might well have a 20-percent share of the auto market by the mid-1980s.

It proposed a 0.6-gpm particulate standard for 1981 and a 0.2-gpm particulate standard for 1983 models. Subsequently, it changed the effective dates to the 1982 model year and the 1985 model year, respectively, and modified the light-duty truck standard to 0.26 gpm in the 1985 model year.

The agency expected trap-oxidizer technology to be ready by then to meet the stricter standard, but development work has apparently not progressed at the pace the agency thought it would.

The problem lies not with the trapping device, the agency has found, but with integrating the regenerating systems needed to return the trapping device to maximum efficiency.

The two trapping systems the agency and manufacturers now have under serious consideration are a Cornign-built ceramic honeycomb, much like the catalyst used in gasoline-powered cars, and a wire-mesh system developed by Johnson-Matthey.

Both have proved capable of trapping with high efficiency through the requisite 50,000 miles when properly regenerated.

Regeneration is the problem, though. EPA and manufacturer studies have shown that to initiate regeneration, temperatures must range in the neighborhood of 500 to 650 degrees Centigrade for non-catalyzed traps, and oxygen levels must be at least 3 to 4 percent. These levels are required for 2 to 10 minutes.

Catalyzed traps require temperatures of only 310 to 350 degrees Centigrade to commence regeneration.

Unfortunately, temperatures do not reach that height for that long during normal driving; thus, an outside heat source is necessary.

• The makers are investigating such things as intake air throttling, exhaust stroke fuel injection and electrical heating to get that added heat. They are having some success at it, but a system that senses when to regenerate the trap and then accurately controls the regeneration (e.g. preventing a meltdown) still remains out of reach.

Feedback controls similar to those used in today's gasoline-powered cars will likely prove to be the solution. But the logic for these systems will be complex because the temperature and oxygen level of the exhaust varies quickly and dramatically with changes in driving conditions.

Furthermore, because particulate loading cannot be directly measured with available sensor technology, accumulated mileage or engine revolutions will have to be used as a surrogate to determine when to commence regeneration.

EPA now estimates a basic working system will be available for assurance testing by January, 1983. It also estimates confirmatory testing and analysis will take 20 to 24 months, and that another 18 to 24 months will be needed to get into mass

Continued on Page 62, Col. 3

FTC proposes wider franchise exemption

WASHINGTON.—Volkswagen of America and 11 independent Subaru and Toyota distributors would be exempted from the FTC's Franchise Rule under a proposal issued by the commission.

The Franchise Rule requires a franchisor to provide detailed information on the nature of the business and the terms of the proposed franchise relationship.

The auto companies had asked to be exempted, saying they already provide sufficient disclosure to prevent abuses. They also argued there is no financial incentive for them to unfairly lure dealers into associating with them.

The FTC has already granted the same exemption to the domestic auto companies.

They also argued the rule was not intended to cover the auto industry because that industry does not employ any of the practices the rule was designed to prevent, such as high-pressure tactics to sign up new dealers.

The FTC is asking the public to comment on whether the petitioners have engaged in unfair or deceptive practices and if they should be exempted.

It also asks if the Automobile Dealers Franchise Act (the Dealers' Day in Court Act) is sufficient to remedy the abuses the Franchise Rule is intended to prevent.

Pending its decision on those issues, the FTC said it will exempt VWoA, Gulf States Toyota, Southeast Toyota Distributors, Mid-Atlantic Toyota Distributors, Subaru of New England, Distributors, Inc., Subaru Distributors, Inc., Subaru Northwest, Subaru Mid-America, Subaru South, Penn Jersey Subaru and Southwest Subaru Star.

index

Advertising news	42
Auction reports	53
Automotive World News	14
Classified advertising	57
Editorial page	12
Engineering	26
Production by makes	62
Registrations, car, truck	7, 51
Truck highlights	24

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Marching to his own drummer

UAW's White sets separate course in Canada

By Marjorie Sorge
Labor Editor

TORONTO. — He stands 10 feet tall in the eyes of the Canadian auto workers and some management people—other company people are less enthusiastic.

But, regardless of the side of the bargaining table you have to go a long way to find someone who will say something bad about Robert White UAW vice president, and director of the Canadian region.

White, 47, really is about 5-feet-10. He's a quiet, unassuming man, but possesses a will of iron.

That will was tested recently when the UAW in the U. S. voted to return to the bargaining table early with Ford and General Motors and made concessionary contracts.

Standing alone against the other members of the union's International Executive Board, White voted not to make concessions. He took that conviction back to Canada and, at the Canadian UAW Collective Bargaining and Legislative Conference last May, the entire Canadian membership voted for the no-concessions package.

That was one of the few times that White has disagreed with the IEB on such a major issue. He said he usually agrees with UAW President Douglas Fraser on "90 percent of the issues."

Besides being members of the same union, Fraser and White are friends. White said their opposite stands on concessions "tore at our guts, but we both felt so strongly about it, we said friendship is friendship. We have a responsibility. I think the fact that we are friends helped keep it contained."

That stand has raised a few eyebrows both at Solidarity House and at the auto companies from people who were used to the Canadian following more or less in lockstep with the U. S. decisions.

But lately, White has maintained that things are too different in Canada and the U. S. to negotiate almost exact agreements and has begun to carve out a separate Canadian strategy.

So far that strategy has won

Continued on Page 59, Col. 1

As springboard to goal of 13-pct. penetration

Buick turns to Calif. market first

By Matt DeLorenzo
Los Angeles Reporter

RIVERSIDE, Calif. — With a goal of taking 13 percent of the new-car market by the end of the decade, Buick is using California as a springboard to expand its appeal to younger buyers, said Jim Perkins, the division's general sales manager, during a press conference here.

Taking a line from the song, "New York, New York," Perkins said, "We feel if we can make it here (California), we can make it anywhere."

Buick's new T-type models, performance versions of the Riviera, Regal, Century, Skylark and Skyhawk, were developed with an eye on California in hopes of making inroads to import buyers, he said.

"We're serving the West Coast market first," Perkins said of the division's sales and marketing efforts. He noted that the division showed the new '83 T-types to dealers here last May and launched the cars first in California during September.

Buick also used the state to test its new ad tagline (which calls the T-types "proof of intelligent life at Buick") and television commercials showing the cars in action.

Perkins said the television commercials showing the cars in motion will break nationally in February. That change in philosophy, going from static to moving display of vehicles, is part of "our drive and motivation to appeal to a wider spectrum of the market."

The pilot program, Perkins said, is beginning to work in California where the division has been able to increase its penetration from 5.0 to 6.2 percent. Nationally, Perkins said, the division finished the '82 model year with 9 percent of the market. The division has set sights on 9.7 percent penetration by the close of the '83 model year and 10 percent in '84. By 1990, Perkins expects Buick to account for 12.5 to 13 percent of total sales.

The new T-types figure prominently in the strategy to increase Buick's penetration.

"The T-types are not a one-year patch job," Perkins said, explaining that it will be an ongoing effort with more technologically sophisticated cars being introduced in future model years.

As GM's lead division in turbocharging and electronics, Perkins said, Buick will place an emphasis on developing a high-tech image.

"We want to appeal to the upscale import buyer," he said. However, Perkins noted that in order to crack the 10 percent level, "we must retain the customer that has been good to us in the past with traditional cars."

• As a result, Buick has not locked in a set percentage for T-types, but rather will let the market determine how many of the performance models will be built. Perkins reported that T-type sales since introduction have accounted for about 10 to 12 percent of the model mix.

For the first time, he added, Buick is seeing imports being taken as trades and Perkins called that "a promising trend." Although he declined to go into specifics on the data, he said that the vehicles are primarily Japanese subcompacts and that the people trading the vehicles are looking to move up to a larger car.

Beyond the T-types, Buick is looking at another California event to promote its product. As the official car of the 1984 Olympics in Los Angeles, Perkins said the division is already making extensive use of that commitment in its advertising and hopes to tie in dealer incentive programs with trips to the 23rd Olympiad.

Toyota goes to high school

Students at Sunny Hills High School, Sunny Hills, Calif., jump for joy at receiving a Celica Supra from Toyota U.S.A. for use in auto shop classes. Since the program began several years ago, Toyota has donated nearly 500 vehicles to high schools and technical/vocational schools across the country. Schools must demonstrate an outstanding need for a vehicle and have a well defined auto shop program.

Canada's dealership total down 179 for nine months

WILLOWDALE, Ont. — Canada's auto dealer population declined 4.7 percent during the first nine months of this year, according to the Federation of Automobile Dealer Assns. of Canada.

The total was 3,628 on Sept. 30, down 179 from 3,807 at the beginning of 1982, the FADAC said. The figures include dealerships handling both North American-built cars and imported models, and they include an adjustment for intercorporate duals.

Nearly three-quarters of Canada's dealers handle cars built in North America. The number is 2,661 of the 3,628, or 73.35 percent.

General Motors has the largest dealer organization with 982, followed by Ford Motor Co., 654; Chrysler Corp., 509, and American Motors (including Renault), 221.

Totals for the other North American-built makes are Volkswagen, 206, and Volvo, 89. Volvo is produced in Canada. Volkswagen Rabbits sold in Canada are built in the U. S.

Biggest dealer totals among the imports are Toyota, 210; Nissan, 203, Honda, 185, and Mazda, 143.

Two nameplates that are not retailed in the U. S. are found on the Canadian list—Japan's Suzuki and the Soviet Union's Lada. The FADAC survey shows 104 Suzuki dealers and 74 Lada dealers.

The biggest losses in the first nine months were suffered by the Canadian dealer organizations of the four manufacturers headquartered in the U. S. GM showed a decline of 87 outlets, and there were dips of 58 for Ford Motor, 33 for AMC and 13 for Chrysler Corp.

Among the imports, Fiat was up eight outlets for the period, and Lada was up five. Mazda was down four, and all other imports showed changes of three or less for the first nine months.

Canadian Dealer totals

	Sept. 30, 1982	Jan. 1, 1982
General Motors	982	1,069
Ford Motor Co.	654	712
Chrysler Corp.	509	522
American Motors	221	254
Toyota	210	208
Volkswagen	206	204
Nissan	203	200
Honda	185	183
Mazda	143	147
Suzuki	104	101
Subaru	101	101
Volvo	89	92
Jaguar-Rover-Triumph	78	79
Lada	74	69
Mercedes-Benz	52	54
Saab	49	50
BMW	42	42
Fiat	39	31
Peugeot	37	39
TOTALS	3,978	4,157
Minus duals	350	350
NET OUTLETS	3,628	3,807

Source: Federation of Automobile Dealer Assns. of Canada.

Commerce Dept. to sponsor 1983 auto exhibitions

The U. S. Department of Commerce will sponsor several automotive exhibitions during 1983.

The U. S. Automotive Maintenance and Service Equipment exhibit is scheduled for Jan. 10-23 in the Dominican Republic, Ecuador, Panama and Guatemala. For more information, call Carolyn Swope, Department of Commerce, (202) 377-3973.

AUTOVAK '83, a garage equipment and tools show, will be held Mar. 24-30 in Amsterdam, Holland. For information, contact Richard Cohen, Export Development Office, 123 Charles de Gaulle 92200, Neuilly, France.

EQUIP-AUTO, an automobile parts and accessories show, will be held Sept. 30 to Oct. 5 in France.

A Trade Mission to Nigeria (Lagos, Kaduna and Port Harcourt) is scheduled for May. For more information, contact Loretta Allison, Department of Commerce, Room 2107, Washington, 20230. Phone: (202) 377-4706.

National Autofinders appoints Lederer

WICHITA. — Jules Lederer, founder and former chairman of Budget Rent-A-Car Corp., has joined National Autofinders as vice chairman.

Dennis J. Brough is co-founder, chairman and president of National Autofinders. The firm franchises new-car dealerships to sell cars for consumers on consignment.

200,000 qualify for trips in Chevy 'buy-fly' promotion

Chevrolet's "Buy and Fly" promotion ended Nov. 15, with an estimated 200,000 persons qualified to fly on Eastern Airlines.

Although the "buy" phase of the promotion ended, the exact number of those entitled to Eastern round-trip tickets won't be known for several months because 71,814 purchasers of Chevrolets during the promotion may not apply for their tickets until they take delivery of their vehicles.

Some 60,000 applications for travel certificates have been received by Chevrolet to date. They continue coming in at a rate of several thousand a day, Chevrolet said.

Each certificate is worth two round-trip tickets almost anywhere Eastern flies almost anytime through Nov. 15, 1983.

Chevrolet dealers either sold outright or took retail orders for more than 229,700 cars and trucks during the promotion period, according to Thomas A. Staudt, general marketing manager.

"While not every purchase involved a designated 'Buy Now and Fly' vehicle, we know the program was instrumental in bringing customers into Chevrolet dealerships," Staudt said.

• For the six-week promotional period through Nov. 15, Chevrolet's model year combined car and truck sales were up 26.3 percent over like 1982.

Retail sold order receipts — the dealer's signal to the factory to build a specific vehicle for a specific customer—were up 86.5 percent, according to Staudt.

Campbell-Ewald handles both Chevrolet and Eastern as clients and was instrumental in putting together the cooperative venture.

Meanwhile, Chevrolet expanded its media plan to include exclusive sponsorship of CBN Cable Network's "Saturday at the Westerns."

Beginning in November, the spots rotate for eight Saturdays in CBN Cable's highest-rated program slot. The series includes the best of old-time western series and classics.

Chevrolet is using them to promote its 10.9 percent financing offer, among other things.

Giving more than before

Metropolitan Detroit-area American Motors/Jeep/Renault dealers have won this year's United Foundation Big Eye award for having the largest percentage gain in contributions to the local 1982 UF campaign. Larry Burns, right, UF Commercial Unit director, presents the Big Eye to, from left: Dean Greb, AMC regional sales manager; Ron Hogue, Detroit zone manager, and Naiff Kelel, Greenfield AMC president and president of the local AMC/Jeep/Renault dealers association.

Export market shrinks for U.S.

WASHINGTON. — The U. S. exported fewer passenger cars in the 12 months ended Aug. 31 than it did in the corresponding period a year earlier, according to figures published by the International Trade Commission.

The ITC said the total exports numbered 405,237, compared with 610,319 a year earlier, for a setback of 33.6 percent.

Countries receiving most U.S.-exported passenger cars were: Canada, 351,782; Saudi Arabia, 13,536; Kuwait, 6,475; Venezuela, 4,145; Japan, 3,284; West Germany, 2,416; Switzerland, 666; Belgium, 605, and all others, 22,328.

Auto historians honor MVMA

The Society of Automotive Historians has awarded its first James J. Bradley Distinguished Service Award—a memorial to the curator of the National Automotive History Collection at the Detroit Public Library—to the MVMA. The association was cited for its support of the collection. From left, David Lewis, professor of business history at the University of Michigan and SAH president, presents the award to MVMA President V. J. Adduci and James A. Wren, MVMA patent department manager and auto historian.

Chrysler offering 10.9 pct. on some 1982-83 models

By Joseph Bohn
Marketing Editor

Chrysler jumped into the low-interest finance subsidy wars with a new 10.9 percent program to compete with General Motors' 10.9 percent and Ford Motor Co.'s 10.75 percent.

The Chrysler program runs from Nov. 20 to Dec. 31 and covers both '82 and selected '83 models. It is in addition to rebates offered on '82s.

On the '82 models, Chrysler's plan is very attractive. But for '83s, it amounts to little more than a token, since dealer contributions eliminate a large portion of what buyers might save.

The program offers 10.9 percent financing on '82 and '83 Plymouth Horizon, TC3, Turismo and Turismo 2.2 and Dodge Omni, 024, Charger and Charger 2.2 models; '82 Dodge Aries, Plymouth Reliant, Dodge 400, Chrysler LeBaron and Town and Country; '83 Dodge 600 and Chrysler E Class; '82/'83 domestic pickups, including Rampage and Scamp; '82 Plymouth Champ, Sapporo, Dodge Colt and Challenger.

As indicated, Chrysler is offering 10.9 percent financing on '82s (dealers have to give up their finance reserve), in addition to rebates of $600 on '82 Omni-Horizon, TC3/024/Turismo/Charger and Dodge 400; $500 on Reliant/Aries, LeBaron and Rampage; $300 on import cars, Cordoba, Mirada, Gran Fury, Diplomat, New Yorker, Imperial, light duty trucks, vans and wagons.

With its 10.9 percent financing on '83s, Chrysler is indirectly taking back a lot of what it is giving.

Dealers are required to contribute $300 toward the financing cost on '83 L-body Omni/Horizon and Turismo/Charger; $400 on the Dodge 600 and Chrysler E-Class and $300 on the pickups, including Scamp and Rampage.

Also, on '83s, they are required to forfeit their entire finance reserve.

Chrysler is paying banks the difference between 10.9 percent and the institutions' normal lending rate of 16.5 percent — whichever is less.

Payments are discounted, with Chrysler paying 90 percent of the difference on 1-12-month loans, 85 percent of the difference on 13-24-month loans and 75 percent of the difference on 25-to-48-month loans.

Nissan increases output in Mexico despite recession

MEXICO CITY. — Despite a stagnant automobile market, Nissan has reaffirmed its commitment to Mexico by announcing a 4,000-unit production increase for 1983, according to a spokesman.

Gustavo Baz, Nissan Mexicana S.A., said the increase should push total production of Datsun automobiles in Mexico to more than 75,000 units next year.

The spokesman said that, contrary to recent reports, Nissan officials in Tokyo have "complete optimism and confidence" that Mexico's current troubles will be short lived.

Baz said Nissan will continue its expansion program in Mexico, including the $300 million assembly plant in Aguascalientes and an engine assembly plant and foundry.

The Aguascalientes assembly plant will build some vehicles for the export market.

Pennsylvania rules on sales closing costs

HARRISBURG, Pa. — The Pennsylvania Department of Revenue has ruled that the state's 6 percent sales tax does not apply to automobile sales closing costs or documentary fees if the charge is stated separately and identified as such on dealer invoices to customers.

The Pennsylvania Automotive Assn. said "this should settle once and for all a problem area," but added in a notice to dealers: "We wish to caution you that your closing costs or documentary fees should be reasonable to avoid any repercussions."

NEW-CAR MARKET SHARES IN U. S.

	SEPTEMBER					NINE MONTHS				
	Regis., Sept., 1982	Percent Share of Market	Regis., Sept., 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81	Regis., 9 months, 1982	Percent Share of Market	Regis., 9 months, 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81
Chevrolet	95,433	15.28	133,796	17.54	− 2.26	897,348	15.87	1,130,515	17.22	− 1.35
Ford	67,403	10.79	84,566	11.09	− 0.30	659,392	11.66	763,679	11.63	+ 0.03
Oldsmobile	59,968	9.60	73,412	9.62	− 0.02	553,363	9.78	642,102	9.78	.....
Buick	58,316	9.34	66,571	8.73	+ 0.61	508,264	8.99	548,168	8.35	+ 0.64
Pontiac	35,723	5.72	55,753	7.31	− 1.59	336,713	5.95	431,215	6.57	− 0.62
Mercury	25,106	4.02	29,231	3.83	+ 0.19	233,590	4.13	307,357	4.00	+ 0.13
Cadillac	18,073	2.89	20,407	2.68	+ 0.21	164,775	2.91	159,290	2.43	+ 0.48
Dodge	17,160	2.74	30,129	3.95	− .21	178,707	3.16	243,313	3.71	− 0.55
Plymouth	16,507	2.64	32,715	4.29	− 1.65	181,242	3.20	266,506	4.06	− 0.86
Chrysler	14,916	2.39	5,074	0.66	+ 1.73	120,743	2.14	69,011	1.05	+ 1.09
AMC	11,594	1.86	16,137	2.12	− 0.26	67,812	1.20	104,921	1.60	− 0.40
Lincoln	6,747	1.08	5,043	0.66	+ 0.42	57,654	1.02	44,771	0.68	+ 0.34
GENERAL MOTORS	267,513	42.83	349,939	45.88	− 3.05	2,460,463	43.50	2,911,290	44.35	− 0.85
FORD MOTOR CO.	99,256	15.89	118,840	15.58	+ 0.31	950,636	16.81	1,071,036	16.31	+ 0.50
CHRYSLER CORP.	48,583	7.77	67,918	8.90	− 1.13	480,692	8.50	578,830	8.82	− 0.32
AMC	11,594	1.86	16,137	2.12	− 0.26	67,812	1.20	104,921	1.60	− 0.40
IMPORTS	197,508	31.62	209,430	27.45	+ 4.17	1,694,830	29.96	1,895,761	28.88	+ 1.08
MISCELLANEOUS	186	0.03	528	0.07	− 0.04	2,011	0.03	2,491	0.04	− 0.01
TOTAL	624,640		762,792			5,656,444		6,564,329		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

September totals trail last year for domestics, imports

Month's registrations decline 18 pct.

By Jenny L. King
Staff Writer

Total new-car registrations in September were at their lowest level since February and were worst for September since 1970, according to figures compiled by R. L. Polk & Co.

During the month, 624,640 new passenger cars were registered, with 31.62 percent of them (197,508) imported models. The total was down 0.44 percent from 627,374 in August and down 18.11 percent from 762,792 for September of 1981.

Table on Page 51.

It was the smallest number this year since 545,746 units were reported in February.

The total of 427,132 domestic units was an increase of 3.40 percent over 413,084 in August but a plunge of 22.81 percent from 553,362 in September of 1981.

Imports slipped 5.69 percent, to 197,508 from 209,430 last year. However, their share of the month's market catapulted to 31.62 percent from 27.45 percent, setting a record for the month.

Ford Motor Co. was the only other entity to gain in its share of the month's market, up 0.31 percentage points to 15.89 from 15.58 percent last year. General Motors dropped 3.05 percentage points, to 42.83 percent from 45.88 percent.

Chrysler Corp. was down to 7.77 percent from 8.90 percent; American Motors dropped to 1.86 percent from 2.12 percent and miscellaneous domestics slipped to 0.03 percent from 0.07 percent of the total September market.

• Of the domestics only, GM passenger cars accounted for 62.63 percent, down from 63.24 percent. Ford earned 23.24 percent, up from 21.48 percent a year earlier. Chrysler slipped to 11.38 percent from 12.27 percent; AMC was down to 2.71 percent from 2.92 percent and miscellaneous domestics dropped to 0.04 percent from 0.09 percent.

The import segment easily overshadowed rival market class categories in September. Imports had 31.62 percent of the total, followed by intermediates at 19.96 percent, subcompacts at 16.42 percent, compacts at 16.37 percent, standards at 10.62 percent and luxury models at 5.01 percent.

A year earlier the market class spectrum included: Imports at 27.45 percent, compacts at 21.78 percent, intermediates at 19.80 percent, subcompacts at 16.38 percent, standards at 9.84 percent and luxury models at 4.75 percent.

Of the domestics only in September, the market-class breakout was: Intermediates at 29.18 percent, subcompacts at 24.92 percent, compacts at 23.94 percent, standards at 15.53 percent and luxury models at 7.33 percent.

The September, 1981, domestics by market class were: Compacts at 30.02 percent, intermediates at 27.29 percent, subcompacts at 22.58 percent, standards at 13.56 percent and luxury models at 6.55 percent.

• New-car registrations for the first nine months of 1982 were down 13.83 percent, to 5,656,444 from 6,564,329 last year. Domestic models through September numbered 3,961,614, down 15.14 percent from 4,668,568. Imports added to 1,694,830, down 10.60 percent from 1,895,761.

The imports' share of the nine-month market amounted to 29.96 percent, up 1.08 percentage points from 28.88 percent. General Motors was off 0.85 percentage points, to 43.50 percent from 44.35 percent. Ford gained 0.50 percentage points, climbing to 16.81 percent from 16.31 percent.

Chrysler was down to 8.50 percent from 8.82 percent, AMC dropped to 1.20 percent from 1.60 percent and miscellaneous domestics slipped to 0.03 percent from 0.04 percent.

Of the domestic market only GM earned 62.11 percent of the nine-month registrations market, down from 62.36 percent; Ford was up to 24.00 percent from 22.94 percent; Chrysler had 12.13 percent compared with 12.40 percent in 1981; AMC had 1.71 percent, down from 2.25 percent, and miscellaneous domestics accounted for 0.05 percent, the same share as in 1981.

Fleet executives cool to propane

ROCHESTER, Wis.—The limited availability of propane fuel is the main reason 80 percent of surveyed fleet managers say they would not purchase one of Ford's new propane cars, according to Runzheimer Reports on Automotive Alternative.

In a mini-survey of 65 fleet administrators in the U. S. and Canada, representing 38,846 vehicles and averaging 598 per fleet, only 6 percent said they would be interested in purchasing Ford's propane car. Half of these fleet administrators said the vehicles would be used for limited, "messenger-type" service.

In 1982, Ford had two propane models—the Granada and the Cougar. In 1983, Ford offers propane vehicles in the LTD model and the Mercury Marquis.

50 years for Audy Baggett

Audy M. Baggett, right, owner of Wilson Chevrolet, Inc., Smithfield, N. C., is presented with a plaque honoring Baggett's half century as a Chevrolet dealer by Larry K. Mayfield, Chevrolet Charlotte zone manager.

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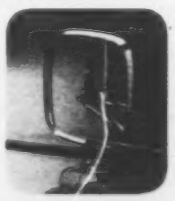

Analyst Keller predicts end to red ink there

GM seen turning corner in Europe

NEW YORK. — General Motors is beginning to show signs that it has turned the economic corner in Europe, says Paine Webber Mitchell Hutchins, Inc., in a status report on the auto maker.

Prepared by Analyst Maryann N. Keller, the report says that the overseas losses incurred by GM since 1980 will be smaller in 1982 and may disappear altogether in 1983.

"The turnaround in Europe could lift GM's earnings in that area above the $376 million reported in 1978 sometime during the next four years," Keller says.

It is difficult to predict when the earnings surge may come and how large it might be, Keller says, but "it is clear that after many years of appearing to be the step-child of the corporation, the European operations are on the threshold of contributing significant income and cash flow to the parent."

Keller notes that between 1976 and 1981, GM's share of the European auto market fell from 10.3 percent to 8.4 percent and its share of the truck market went from 6.3 percent in 1975 to 5.0 percent in 1981 and 4.0 percent through July, 1982.

• Ford, meanwhile, saw its share of the auto market rise from 9.8 percent in 1975 to 12.3 percent in 1981. Its share of the truck market, while declining from 13.6 percent in 1975 to 11.1 percent in 1981, was still more than double GM's share in 1981.

Keller noted that Ford merged its German and British subsidiaries into one organization in 1967, Ford of Europe, while GM retained two identities, a strong Opel operation in Germany and a weak Vauxhall operation in the UK.

GM has moved toward streamlining its European operations, giving Opel overall responsibility, although Vauxhall retains its name and local management. About 40 percent of the GM cars sold in the UK are from Germany.

Keller said GM hopes to increase its market share in Europe, particularly in France, Italy and Spain, with its new subcompact, the Corsa.

• The Corsa is the smallest car GM has ever produced but, she says, was the most expensive to develop.

GM estimates 40,000 Corsa models will be sold in Germany next year and, if Britain's Transport and General Workers Union does not go ahead with its threat to ban the vehicle, 20,000 in the UK, rising to 30,000 in 1984.

In all, GM hopes to sell 197,000 Corsas throughout Europe next year, Keller says.

Noting that GM's European operations lost $559 million in 1980 and $427 million in 1981, Keller says the loss will narrow this year.

It would be naive, she says, to characterize Europe as a growth market.

But GM, she says, is poised to gain market share and to enhance its earnings by "sourcing vehicles and components in lower-cost countries, taking advantage of high British prices with more exports to that country and improving overall efficiency through personnel cutbacks and investment in manufacturing processes."

Thornton adds Pontiac

Lee Thornton, center, has added a Pontiac franchise to his Honda and GMC dealership in St. Louis. With Thornton at the signing were D. D. Snyder, left, Pontiac assistant zone manager, and H. T. Ridsdale, Pontiac St. Louis zone manager.

Two Ford truck recalls involve almost 80,000 units

DEARBORN. — Ford Motor Co. is notifying owners of 79,362 1982- and 1983-model E- and F-Series light trucks with heavy-duty rear axles to return them to Ford dealerships for inspection and, if necessary, repair of the axle.

"Ford has found that a rear axle bearing-adjustment nut may loosen as the result of a lock wedge coming out of position. This may permit outward displacement of the left-side axle shaft," said Robert H. Transou, Ford Parts and Service Division service engineering manager.

"Substantial displacement could result in loss of rear-wheel braking or, in the extreme, separation of the left rear wheel assembly. However, we have had no reports of any such separation, nor of any accidents or injuries."

He said that front-wheel braking of the vehicle would not be affected, and that outward displacement of the shaft should be evidenced by abnormal noise and possible loss of power transfer to the rear wheel.

Ford also is recalling 667 1983-model F-Series trucks equipped with diesel engines for replacement of hood hinge lift assemblies. "Ford has learned that a spring may come off the lift assembly, creating the possibility of an open hood closing unexpectedly," Transou said.

He added that spring separation could occur forcefully, posing a hazard to passersby if the hood were open at the time. However, Ford has had no field reports of any such incidents. The hood hinge lift assemblies will be replaced with revised-design assemblies.

Vehicles involved in the two recalls include approximately 75,000 in the U. S., 3,200 in Canada and 1,700 in export locations.

Market share, country comparisons

Through July, 1982

	Ford	General Motors
Western Europe	11.8%	9.8%
Britain	30.3	12.0
Germany	11.0	19.3
France	6.0	2.4
Italy	5.1	2.9
Spain	17.1	2.2
Austria	8.2	15.0
Belgium	8.6	10.6
Denmark	16.4	14.8
Finland	9.7	8.7
Ireland	20.3	11.7
Netherlands	10.6	17.0
Norway	15.8	13.8
Portugal	7.5	6.6
Sweden	10.6	10.2
Switzerland	8.0	14.4

Paine Webber Mitchell Hutchins, Inc.

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Enthusiasm

Continued from Page E-1

package that requires no alternatives.

"The Class C vehicle is easier to service because it is familiar to truck dealership service personnel. The Class C unit often can be manufactured at lower cost than a Class A vehicle. Class C minis have more doors and a lower step height, so they're easier to enter and exit."

In view of the market potential, Sportscraft of America is planning to expand its distribution in the next year, according to Davis.

"We have been covering the Midwest primarily, but we now expect to move into Eastern and Southern markets," he said. "We'll hire some more sales people, and participate in major trade shows in these new territories."

Richard E. Klingler, president, Holiday Rambler Corp., said his firm's sales are "running about 30 percent ahead of a year ago, and we see no letdown.

• "We see nothing to change the trend in 1983," he continued. "Our biggest problem is getting chassis from the manufacturers. They tell us that due to design changes, they've had a difficult time getting their plants going full bore.

"They also tell us they can't start to run their plants just to serve our operations," he added. "It's a problem that seems to be plaguing the entire RV industry."

Currently, Klingler said, Holiday Rambler's biggest sellers on a percentage basis are the motorized units, followed by fifth-wheel trailers.

Jim McDonald, general manager, Good Times Vans, said the company's van-conversion sales in the 1982 model year were up 12 percent over 1981 to about 2,350 units.

"We're looking conservatively at another 50 to 60 percent increase in 1983," he said. "Buyers have become more affluent. About 90 percent of Good Times van buyers are in the 40-to-50 age bracket with families. Vans are coming into their own again."

Fred L. Lands, president, Lands Design, Inc., said 1982 model-year van-conversion sales "were very strong and 1983 looks to be even better, if the manufacturers of the raw chassis can meet the demand."

• He said sales in 1982 would have been higher had the van converters been able to get an adequate supply of chassis, "especially during the peak season between February and October.

"The retail demand is definitely there," Lands said. "Our products are directed toward the highly sophisticated, discriminating buyer and those people who are always in the market for luxury transportation."

"This year was a fruitful one for recreational vehicles, and 1983 promises to be even better," says James Zampetti, vice president and general manager, National Coach Corp., Gardena, Calif. "With the upsurge in more practical and convenient ways to travel, vans are playing an important role in offering individuals and families a more desirable way to get around."

Zampetti says his firm's 1983 Landmark van models have "started off with a bang, and we look forward to a very successful year."

"With a decrease in interest rates, hopes for a slow but sure upturn in sales, not only for the motor home industry, but the entire manufacturing community, may well indicate that our country is on its way to an economic recovery," says Barry Essenfeld, vice president-finance, Apollo Motor Homes, Inc., Carson, Calif.

Apollo's hopes also are pinned to the Sceptre, a 35-foot motor home with a rear-engine diesel pusher and an Allison four-speed automatic transmission.

The Oshkosh chassis includes an air-suspension system. The body, framed around the company's "ring of steel," is of sandwich construction, using the interior paneling and insulation as structural components.

Norman Jacobson, vice president, Contempo Enterprises, also is looking for a strong year in 1983 for van conversions.

"Dealers who sell vans all year long are stocking more units, and there are more dealers today who are stocking them on a casual basis," he said. "Factories have initiated more van-conversion chassis pools in areas where van sales are low or there are no significant conversion firms."

He added that the "outlook is very bright for van conversions, especially with fuel economy of 16-17 MPG on gas vehicles and 21 on diesel-powered units."

On the relationship between the manufacturer and RV dealers, Chevrolet's Sillick noted:

"It's probably at the highest level in recent times. Those manufacturers and dealers in the market today are good businessmen. They are the survivors.

• "They have a profitable working philosophy and they work hard to sell the correct product," Sillick said. "Manufacturers know they need dealers, and dealers obviously need manufacturers. It's similar to the truck industry.

"Manufacturers need to work closely with their dealers. Possible areas of improvement are customer orientation and dealer education in the product. Again, it's similar to how it works in the auto industry.

"I think it is time the RV manufacturers look at the strong dealer network out there and develop this relationship," Sillick said.

Leisure Motor Vehicles

Formerly called the RVIA issue, Automotive News' new Leisure Motor Vehicles Extra reflects the newly rejuvenated recreation vehicle industry and its relationship with car and truck dealers. By definition, Leisure Motor Vehicles are self-propelled motor vehicles designed primarily for recreational use and travel. These include various types of motor homes and van conversions, as follows:

MOTOR HOME. This is a recreational camping and travel vehicle built on, or as an integral part of, a self-propelled motor vehicle chassis. It may provide kitchen, sleeping and bathroom facilities and is equipped with the ability to store and carry fresh water and sewage. A motor home can be one of the following types:

Conventional Motor Home (Type A)

The living unit is entirely constructed on a bare, specially designed motor vehicle chassis.

Van Camper (Type B)

A panel-type truck to which the RV manufacturer adds any two of the following conveniences: sleeping, kitchen and toilet facilities, also 110 volt hook-up, fresh water storage, city water hook-up and a top extension to provide more head room.

Chopped Van (Mini)

This unit is built on an automotive-manufactured van frame with an attached cab section of a GVWR of 6,500 pounds or more, and with an overall height of more than eight feet. The RV manufacturer completes the body section containing the living area and attaches it to the cab section.

Chopped Van (Low Profile)

This unit is built on an automotive-manufactured van frame with an attached cab section having a GVWR of 6,500 pounds or more, and with an overall height of less than eight feet. The RV manufacturer completes the body section containing the living area and attaches it to the cab section.

Chopped Van (Compact)

This unit is built on an automotive-manufactured cab and chassis having a GVWR of less than 6,500 pounds. It may provide any or all of the conveniences of the larger units.

Multi-Use Vehicle

This is a motor vehicle designed for the transportation of people and/or property and altered by the RV manufacturer for esthetic or decorative purposes. These changes may include windows, carpeting, paneling, seats, sofas and accessories. They include the:

Multi-Use Van Conversion

A completed van chassis modified in appearance for transportation and recreational purposes.

Shipments up 6.8 pct. for first 9 months

Recreational-vehicle manufacturers shipped fewer units in September to their dealers than a year ago, but deliveries for the first nine months were higher than those in the like period in 1981.

During the month, according to the Recreational Vehicle Industry Assn., manufacturer members delivered approximately 18,600 units of all types to retail outlets, down 4.1 percent from last year's 19,400.

Through September, however, shipments increased 6.8 percent to 199,300 units, compared with 186,700 in 1981. Deliveries were higher in two of the three market segments.

The Index of Consumer Sentiment for September was up 3.9 points from August to 69.3 points, an RVIA spokesman said.

"Sharply declining interest rates have generally improved the outlook on personal as well as business prospects for the future," he said.

"However, unemployment remained the dominant concern of consumers in September, and has led them to adopt cautious spending plans," he added.

"Continued postponement of consumers' use of savings and reductions in new consumer-debt incurements are likely outcomes of the concern for the future of the economy."

For the first nine months, towable recreational vehicles of all types were the only market segment to show a decline in shipments from a year ago. Currently, these units account for about 45 percent of the shipments reported by RVIA manufacturer members.

Shipments of the towables through September totaled approximately 83,400 units, a decline of 0.6 percent from the 83,900 units delivered in the like period a year ago.

But folding camping trailers — generally the lowest-priced units and considered the ideal buy for the first-time RV buyer—with limited disposable income — were the only units in the three towable categories to show a drop from a year ago.

The January-September total for these vehicles was approximately 26,900 units, off 5.9 percent from last year's 28,600. The fold-down group also was the only one of the seven to have fewer deliveries for the nine-month period than a year ago.

Shipments of conventional and fifth-wheel travel trailers through September totaled about 51,900 units, an increase of 1.6 percent over the 51,100 delivered in the corresponding period a year ago.

Truck trailers moved 9.5 percent higher than the previous year, from 4,200 units in 1981 to 4,600 this year.

• Motor - home manufacturers delivered approximately 32,200 units of all types to dealers in the first nine months, a gain of 14.2 percent over the year-earlier 28,200 vehicles.

Shipments through September were up in all three motor-home categories.

The conventional (Type A) total was 14,600 units, an increase of 31.5 percent from the year-earlier 11,100.

Manufacturers shipped approximately 3,300 van campers (Type B) in the first nine months, up 6.5 percent over last year's 3,100 units.

The number of chopped vans —mini, low-profile and compact motor homes—shipped through September hit 14,300 units, a gain of 7.1 percent over the year-ago 14,000 vehicles.

Nine-month shipments of multi-use vehicles totaled approximately 83,700 vehicles, a gain of 12.2 percent over last year's 12.2 percent.

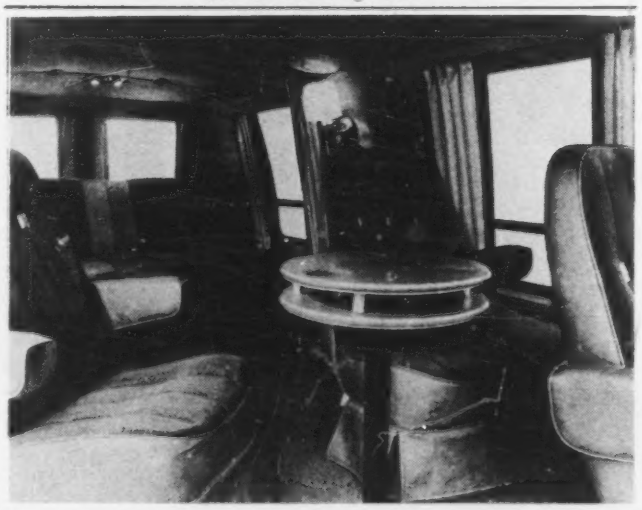
The RVIA defines a multi-use vehicle as one designed for the transportation of people and/or property and altered by the RV manufacturer for aesthetic or decorative purposes.

These changes may include windows, carpeting, paneling, seats, sofas and accessories.

In September deliveries were off in two of the three major markets.

Total towable shipments were down 2.5 percent for the month, 7,700 versus 7,900, and multi-use vehicles were off 8.1 percent to 7,900 units, compared with 8,600 in 1981. Motor homes were up 3.5 percent, 3,000 units versus 2,900.

See Table on Page E-26.



Increased popularity of family style transportation, kindled by van conversions such as this by Leisure Vans Inc., Elkhart, Ind., is helping to boost 1982 leisure motor vehicle shipments over 1981.

Shaping up America's roads will be costly

WASHINGTON, D. C.—Roads, streets and bridges—over which leisure motor vehicles run—are basic parts of America's public works infrastructure.

The following data, compiled by the Highway Users Federation, shows the extent of highway and bridge deterioration, and the estimated costs to reverse it.

• **Roads and streets.** Of the total 3,955,387 miles of roads and streets in the U. S., 21 percent are on federal-aid systems which carry 80 percent of all travel. Less than a third of those major roads are in good shape. A 1981 report from the Federal Highway Administration documents the declining quality of pavement conditions, showing more miles slipping into disrepair every year.

Data from state and federal studies indicates that capital requirements for the federal-aid highway system will be $200-$225 billion between now and 1995 just to retain present levels of service. The costs break down into three major components: Almost half for non-Interstate resurfacing or reconstruction; about one-fourth for bridge replacement and rehabilitation; about one-fourth for Interstate completion and Interstate resurfacing, restoration, rehabilitation, and reconstruction (known as the "4R Program").

• **Interstate highway system.** The Federal Highway Administration reports that 1,786 miles of the 42,500-mile Interstate System were not yet open to traffic as of June 30, 1982. Pavement quality of the existing Interstate is steadily declining as 2,000 miles a year reach the end of their design life (20 years is the average age at which major reconstruction work is normally required for an average road).

In 1981 the cost of completing and upgrading the Interstate was estimated to be $53.8 billion. In late 1981 Congress redefined Interstate completion and limited the expenditure of funds, reducing the estimated cost to complete to $38.9 billion.

In addition to the cost to complete, about $20.8 billion is required for resurfacing, restoration, and rehabilitation of older sections. An additional $26.4 billion is needed for upgrading projects along existing completed Interstate routes.

• **Bridges.** The average life of a bridge is about 50 years. Some 206,000 (37 percent) of the nation's bridges are more than 40-years old, including 1,145 Interstate bridges.

The Third Annual Report on the Highway Bridge Replacement and Rehabilitation Program, submitted by the U. S. Secretary of Transportation to Congress in March 1982, reveals that as of Dec. 31, 1981, 248,527 of the nation's 557,516 bridges (45 percent) were classified as structurally deficient or functionally obsolete. Of those deficient and obsolete bridges, 67,696 are on the federal-aid system, and 180,831 are on the less important roads and streets off the federal-aid system.

The cost to replace or rehabilitate all deficient or obsolete bridges is an estimated $47.6 billion—$23.6 billion for those on the federal-aid system and $24 billion for the off-system bridges.

Closer liaison between RV and auto industries

The Recreation Vehicle Industry (RVIA) has reestablished an Automotive Liaison Committee to provide a formal communications channel between the industry and auto manufacturers, according to RVIA Chairman of the Board Elden Smith of Fleetwood Enterprises.

Smith appointed 16 industry officials, representing RV manufacturers in all five major product categories (motor homes, vans, travel trailers, folding camping trailers and truck campers) to serve on the committee, which has been inactive the past several years.

David J. Humphreys, RVIA president and general counsel, was appointed chairman of the committee.

Smith said the scope of the Automotive Liaison Committee will be much broader than it had been in previous years, when the major focus was on the needs and interests of Type A and Type C motor home manufacturers. He said the committee will now also address issues such as auto towing capabilities and pickup truck carrying capacities which are important to RV manufacturers who build towable units.

• The 16 industry officials who will serve on the committee are, in alphabetical order: Mel Adams, The Coleman Co.; Gerald E. Boman, Winnebago Industries; Keith Boswell, Pilgrim Mfg. Co.; Manuel Caravia, Komfort Industries; Jack Cole, Lance Camper Mfg. Corp.; Bud Coons, Coons Mfg.; Don Cuzzocrea, Starcraft RV; David J. Humphreys, RVIA; Norman Jacobson, Contempo Enterprises; Richard Klingler, Holiday Rambler Corp.; David Miller, Travel Equipment Corp.; Elden Smith, Fleetwood Enterprises; Gene Stout, Coachmen Industries Inc.; Harley Wingard, Ger-Win Vans Inc.; Al Yoder, Jayco Inc.; and John Zimmerman, Sunline Coach Co.

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BL Ltd.'s Freight Rover subsidiary is now in production in England with a four-wheel-drive version of the Sherpa panel van/crew bus/pickup. The combination, rare from a European manufacturer, results from Land Rover's links with the light commercial-vehicle business of the former Austin-Morris Division.

Avon, a coachbuilding firm based at Warwick, England, is making wagon-style conversions to Jaguar sedans. They cost the equivalent of $12,750 on top of the car's regular price. Another Avon development recently is a turbocharged version of the Triumph Acclaim. The cars were exhibited at the recent international auto show, Birmingham, England.

Volkswagen bus started market rolling in 1949

Volkswagen began building vans in Germany in 1949. Eight were produced that year, but the first ones were not officially exported to the U. S. until 1952, when 10 were sold.

In the three decades since then, the VW Bus, as it was popularly known, started the van craze in America while attracting its own fierce brand of loyalists. During that time, the vehicle has been through two body changes, numerous other progressive refinements and a name switch to Vanagon.

The 1983 Volkswagen Vanagon is available in seven- and nine-seat configurations. The "wide-body" VW has a standard equipment list that reads more like specifications for a sports car than a van: Four-wheel independent suspension, disc front brakes, steel-belted radial tires, rack-and-pinion steering, four-speed manual transmission and VW's air-cooled, fuel injection flat-four engine.

Optional power is available in the form of a water-cooled diesel engine which for the second year in a row (it was only introduced with the '82 models) makes the Vanagon the most economical van available in the U. S. In Federal Environmental Protection Agency tests, the Vanagon diesel, which now features a five-speed gearbox as standard, was rated at 30 MPG city and 32 MPG highway. The standard gasoline version turned in 16 MPG city and 22 MPG highway.

For '83 the Vanagon's engine mounting was relocated and modified on diesel versions to reduce engine noise.

New gear ratios for 1983 are: First, 4.11; second, 2.33; third, 1.48; fourth, 1.02; fifth, 0.77; final drive, 5.43.

The front track has been increased from 61.8 inches to 62.3 inches to improve cornering and tire life.

The GL version of the Vanagon features patterned velour upholstery; large fold-down armrests for all seats including the two in the front; special "see-through" head restraints; color-coordinated headliner, additional sound insulation and an extra reading light for rear seat passengers. All Vanagons feature cut-pile carpeting throughout, two-speed windshield wipers with an intermittent mode, rear window defogger, tinted glass and a quartz clock.

One version which has been popular with American tourists taking delivery in Europe is the Vanagon Camper. Equipped with a "pop-up top," it has two full-size beds, screens and curtains for the windows, running water, a gas stove and a refrigerator that operates on 12 volts, 120 volts or gas. Hanging lockers and cupboards provide plenty of storage for food, clothing and vacation necessities and a luggage rack for bulky items, located over the driving compartment, can be reached through the screen window in the pop top.

Options for the Vanagon include air conditioning, a sunroof and an auxiliary heater as well as automatic transmission for gasoline versions.

Leisure Motor Vehicles—Deliveries to Retailers

Sales of leisure motor vehicles in the first nine months of 1982 fared better than the recreational vehicle market as a whole. LMV sales were up 12.1 percent for the January-September 1982 period compared to a year earlier, while total RV deliveries were up 6.8 percent. See story Page E-2.

	9 Mos. 1982	9 Mos. 1981	% Change
Motor Homes — Conventional (Type A)	14,600	11,100	+31.5
Motor Homes — Van Campers (Type B)	3,300	3,100	+ 6.5
Motor Homes — Chopped Vans (Mini)	12,000	11,100	+ 8.1
Motor Homes — Chopped Vans (Mini) (Low Profile)	12,000	11,100	+ 8.1
	1,000	1,600	−37.5
Motor Homes — Chopped Vans (Compact)	1,300	1,300	.....
Van Conversions — Multi-Use	83,700	74,600	+12.2

Canadian firm buys interiors from Tra-Tech

FORT WORTH, Texas.—Tra-Tech Midwest (Pontiac, Mich.), a van conversion company, has signed a contract to sell its vacuum-formed plastic interior kits to Canadian Custom Conversions Ltd. (Guelph, Ontario) for building and marketing of Tra-Tech's luxury vans throughout Canada.

The announcement was made jointly here by Robert O. Isham, president and chief operating officer of Tra-Tech Corp., (Fort Worth), Bill Keller, president of Tra-Tech Midwest and Jerry Elmquist, president of the Canadian firm.

Each kit includes vacuum-formed walls, console, door panels and window moldings made from Cycolac ABS plastic manufactured by Borg-Warner Chemicals.

Tra-Tech vans offer custom-made sofas and chairs, a pedestal table, TV shelf, clothes closet and tinted Lexan windows.

The 10,000-square-foot Canadian facility, located 60 miles southwest of Toronto, employs 20 people.

Tra-Tech Corp., a three-year-old van conversion company based here, is owned by Robert O. Isham and reported sales of $19.5 million in 1982. Tra-Tech co-owns plants in Pontiac and Marietta, Georgia. In addition, VanCamp Industries in Sacramento, Calif., is licensed to build Tra-Tech vans for the West Coast market.

King Juan Carlos drives first Corsa off the line

GM dedicates new plant in Spain

ZARAGOZA, Spain.—General Motors' newest automobile plant has been officially dedicated here by King Juan Carlos of Spain, who drove a new Opel Corsa off its assembly line.

GM Chairman Roger B. Smith also drove a new Opel Corsa off the line and declared that this new GM Espana plant — which is one of the larger and more technologically advanced in the world—"is evidence of General Motors' continuing confidence in Spain and the future of the automobile industry in Europe."

Four ministers of the national government, along with about 500 Spanish officials and business and civic leaders, toured the 4.5-million-square-foot facility.

Richard C. Nerod, managing director of General Motors Espana, declared that the extensive and highly automated car manufacturing and assembly complex has been completed exactly on schedule, in 899 days from groundbreaking to the first start of production.

The plant builds the all-new Corsa designed by Adam Opel AG, smallest car built by any of GM's worldwide operations.

It will go on sale this month in Spain, France and Italy, and later throughout Europe, competing in the small-car segment which, in 1981, accounted for 24.9 percent of all passenger cars sold in Europe.

• The new GM Espana factory, situated in the community of Figueruelas in the Aragon region of northern Spain, will employ about 9,500 workers and produce 75 cars an hour, or 270,000 a year, when operating at its full capacity.

King Juan Carlos I arrived at the plant site by helicopter. After being greeted by Spanish government officials and GM executives, he spoke to the invited guests, toured the plant, drove a Corsa off the line and greeted guests at an informal reception.

The Opel Corsa driven by the king will be donated to a national charitable organization designated by him.

The Corsa driven by Smith was donated to a GM Espana employe selected by lot, in recognition of the success of the work force of this new GM company in completing the complex construction project, starting production on time and achieving high product - quality standards.

Smith reported that General Motors has invested 200 billion pesetas ($1.8 billion) in four new Spanish plants and he emphasized that GM is optimistic for their future.

"We are confident about the future of this plant, the Opel Corsa and the excellent Spanish work force that builds it," he said. "Likewise, we are confident about this great country, its economy and its future."

Despite current economic problems throughout Europe and the U. S., GM foresees continuing and growing long-term demand for new cars, reaching 13 million units annually by the end of this decade.

• Three other components-manufacturing plants have been built in Spain as part of GM's European expansion program and are making parts for the Opel Corsa.

In Puerto Real, in the province of Cádiz in southern Spain, two adjoining plants of GM Components, S.A., are producing steering and suspension components.

Near Logrono, in the La Rioja province of northern Spain, another plant of GM Espana, S.A., is making interior trim and injection-molded plastic parts. Each of these three plants will employ about 500 at full production.

Another major new manufacturing facility in GM's European expansion is an engine and transmission plant in Vienna, Austria.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report

SEPTEMBER '82 VERSUS SEPTEMBER '81

	1982		1981	
	September	Year	September	Year
AMC Alliance	2,710	2,710		
Spirit	1,105	14,059	3,590	28,404
Concord	4,394	18,613	7,488	34,466
Concord SW	778	6,555	2,023	11,689
Eagle 4WD	455	4,478	457	4,963
Eagle 4WD SW	1,426	13,073	1,154	11,583
Eagle SX4 4WD	726	8,324	1,425	13,806
TOTAL AMC	11,594	67,812	16,137	104,921
Chrysler LeBaron '81			2,521	29,929
LeBaron '81 SW			204	4,986
LeBaron FWD	6,273	58,882		
LeBaron SW FWD	910	5,712		
E Class/NY FWD	438	438		
Cordoba	1,452	11,183	1,499	20,385
Newport			110	3,998
New Yorker '81			147	5,412
NY/NY Fifth Ave.	5,712	42,530	244	244
Imperial	131	1,998	349	4,057
Total	14,916	120,743	5,074	69,011
Plymouth Horizon FWD	4,985	56,686	10,174	105,929
Turismo FWD	607	4,398		
Reliant FWD	7,475	76,836	17,282	111,401
Reliant SW FWD	2,435	30,282	5,036	42,626
Gran Fury '81			145	6,472
Gran Fury	1,005	13,040	78	78
Total	16,507	181,242	32,715	266,506
Dodge Omni FWD	4,540	48,434	9,810	86,056
Charger FWD	900	8,265		
Aries FWD	4,853	54,275	13,984	86,136
Aries SW FWD	2,126	24,582	3,580	32,193
Dodge 400 FWD	2,462	19,314		
Diplomat	1,621	18,334	1,533	19,907
Diplomat SW	2	69	90	2,484
Mirada	531	5,309	915	11,840
Dodge 600 FWD	125	125		
St. Regis			217	4,697
Total	17,160	178,707	30,129	243,313
TOTAL CHRYSLER CORP.	48,583	480,692	67,918	578,830
Ford Escort FWD	18,705	190,086	11,882	131,328
Escort SW FWD	5,649	59,643	7,518	90,635
EXP FWD	2,251	29,236	6,635	36,734
Pinto			166	9,184
Pinto SW			46	2,718
Fairmont	11,622	92,730	16,698	113,124
Fairmont SW	12	2,009	3,[illegible]	40,567
Tempo FWD	1	1		
Granada	3,709	52,159	9,627	76,697
Granada SW	2,551	29,353	252	252
LTD	11	11		
LTD SW	5	5		
LTD '82	4,542	39,509	4,039	41,200
LTD Crn. Victoria	3,857	32,469	3,414	29,234
LTD Crn. Vict. SW	1,472	15,359	1,204	14,913
Mustang	8,160	83,590	11,966	121,313
Thunderbird	4,856	33,232	6,956	55,780
Total	67,403	659,392	84,566	763,679
Lincoln Town Car	3,454	24,953	2,558	21,709
Mark VI	2,028	17,753	2,411	22,928
Continental	1,265	14,948	74	74
Total	6,747	57,654	5,043	44,711
Mercury Lynx FWD	6,528	57,066	4,017	45,947
Lynx SW FWD	1,910	15,338	1,936	26,167
LN7 FWD	637	10,023	2,476	12,450
Capri	2,176	21,116	4,157	38,529
Bobcat			30	2,086
Bobcat SW			7	481
Zephyr	3,794	29,455	3,611	34,218
Zephyr SW	12	797	959	10,051
Cougar	1,948	24,407	3,716	32,537
Cougar SW	807	11,761	115	115
Marquis	4	4		
Marquis '82	610	6,470	741	5,919
Marquis Brougham '82	1,307	13,113	1,279	9,175
Grand Marquis	2,808	24,813	2,231	16,916
Marquis '82 SW/G Mrq. SW	595	7,002	479	5,100
XR7	1,970	12,225	3,477	22,955
Total	25,106	233,590	29,231	262,646
Lincoln-Mercury Div. Total	31,853	291,244	34,274	307,357
TOTAL FORD MOTOR CO.	99,256	950,636	118,840	1,071,036
Buick Skylark FWD	10,363	108,703	17,844	153,573
Skyhawk FWD	5,504	29,107		
Skyhawk SW FWD	7	7		
Century FWD	9,118	62,822	6	6
Regal/Century	16,199	151,445	30,478	248,837
Regal/Century SW	953	10,718	995	12,248
LeSabre	2,429	21,593	2,276	16,726
LeSabre Limited	5,248	43,806	4,705	34,212
Electra	4,771	39,693	5,138	39,852
Buick SW	979	10,680	804	7,961
Riviera FWD	2,745	29,690	4,325	34,753
Total	58,316	508,264	66,571	548,168
Cadillac deVille	8,531	75,764	9,022	72,774
Cimarron FWD	991	9,064	2,460	6,384
Fleetwood & Chas.	2,754	26,261	2,559	25,411
Eldorado FWD	3,964	38,538	4,788	37,800
Seville FWD	1,833	15,148	1,578	16,921
Total	18,073	164,775	20,407	159,290
Chevrolet Chevette	22,339	173,764	33,210	290,284
Camaro	13,190	129,060	8,719	82,559
Monza			243	15,913
Cavalier FWD	8,288	64,862	11,313	26,862
Cavalier SW FWD	2,283	18,726	3,511	9,251
Citation FWD	12,443	139,973	24,030	235,405
Malibu	3,789	50,679	12,104	123,787
Malibu SW	2,679	30,058	4,341	44,836
Celebrity FWD	8,783	60,760		
Monte Carlo	5,949	70,618	15,204	124,435
Impala	3,150	39,395	5,347	47,221
Caprice	7,859	71,092	9,156	71,229
Chevrolet SW	3,222	32,071	3,936	34,526
Corvette	1,459	16,290	2,682	24,207
Total	95,433	897,348	133,796	1,130,515
Oldsmobile Omega FWD	5,671	54,251	10,841	84,723
Firenza FWD	3,247	17,462		
Firenza SW FWD	10	10		
Cutlass Ciera FWD	10,109	71,014	15	15
Cutlass Salon '81			11,120	123,023
Cutlass Sup./Calais '81			25,102	206,125
Cutlass Sup./Calais	17,350	188,005		
Cutlass SW	1,060	14,980	2,175	24,701
Delta 88	409	6,515	1,132	9,198
Delta Royale	11,694	106,302	11,744	97,165
98	6,926	57,954	6,481	56,192
Oldsmobile SW	1,344	14,251	1,386	13,190
Toronado FWD	2,153	22,619	3,416	27,770
Total	59,968	553,363	73,412	642,102
Pontiac 1000	4,364	37,135	8,639	38,439
Firebird	7,012	70,968	4,531	45,263
Sunbird			206	27,971
2000 FWD	5,088	34,379	8,077	23,499
2000 SW FWD	952	5,869	1,479	4,197
Phoenix FWD	3,109	36,436	6,379	65,484
LeMans/Bonneville	4,052	43,515	3,873	37,819
LeMans/Bonneville SW	1,032	10,755	2,163	18,383
6000 FWD	5,046	32,279	2	2
Grand Prix	5,004	61,386	12,020	99,323
Catalina	8	441	506	5,259
Bonneville '81	30	1,661	4,003	33,161
Bonneville Brougham '81	21	1,433	3,168	25,528
Pontiac SW	5	456	707	6,887
Total	35,723	336,713	55,753	431,215
TOTAL GM CORP.	267,513	2,460,463	349,939	2,911,290
(Checker)	151	1,762	477	2,036
Misc. Domestic	186	2,011	528	2,491
Domestic Station Wagon Total	35,216	370,121	50,053	472,750
Domestic Grand Total	427,132	3,958,904	553,362	4,668,568
Import Total	197,508	1,697,540	209,430	1,895,761
Grand Total All Registrations	624,640	5,656,444	762,792	6,564,329

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations not available for Oklahoma.

Chrysler retiree awarded $50,000 in Arrow crash

DURHAM, N. C.—A jury in Durham County Superior Court awarded David H. Howard $50,000 damages in a lawsuit Howard had filed against Chrysler Corp. and Mitsubishi Motors Corp.

In Detroit, a Chrysler spokesman said the corporation may file an appeal.

The lawsuit grew out of an auto accident in which Howard was injured on March 5, 1978. Howard, 64, of Chapel Hill, N. C., retired in 1975 as a Chrysler financial consultant. He was driving a Plymouth Arrow which he had leased from Chrysler under a program for retirees.

Howard said he was injured when the transmission and driveshaft of the car locked and sent the auto skidding into a bridge abutment.

He contended that the transmission locked because of a bearing failure, and he charged that the bearing failed because of inadequacy in the manufacture and assembly of the car. The Arrow was made by Mitsubishi.

Volvo for M&E

MERIDEN, Conn.—The M&E interests have expanded with the opening of M&E Volvo on the M&E Ford property.

Aerodynamic devices, new Cummins diesel get major credit

New IH tractor sets MPG record

Continued from Page 24

New York, the radiator operated a total of less than 30 minutes, a tremendous accomplishment by any standards," Springer said.

The test-run 2375 had a 148-inch wheelbase, an IH 12,000-pound front axle and 12,000-pound taper-leaf front springs, a Rockwell 40,000-pound tandem axle with a 3.70 ratio, a Fuller nine-speed transmission, dual 85-gallon fuel tanks and Goodyear HT 285/75R low-profile radial tires.

The 2375 hauled a Fruehauf F-Plus 45-foot trailer with fiberglass-smooth sides, 10-inch corner radius, and a top-edge aerodynamic aid. Concrete blocks bolted down in a trailer brought the unit's GVW to 65,000 pounds.

The test run was independently sanctioned by Lew Kibbee, consultant to the American Trucking Assns. and the S.A.E.

"We set this new industry standard using 'real-world' truck drivers, not professional fuel-efficiency experts," said Tom Dougherty, Truck Group marketing vice president.

"And we did it with a truck that any IH customer could drive off one of our dealer's lots. No fancy gimmicks and no non-production 'hang-on' componentry."

He added that "we think the 2375 can readily show a 2½-MPG fuel-improvement over the average Class 8 heavy highway tractor on the road today."

Dougherty noted that based on a cost of $1.30 for a gallon of diesel fuel, one 2375 could save an independent owner/operator up to $6,180 each year in fuel costs.

"For a small fleet of five trucks, that means up to $31,000 in savings annually," he added. "Multiply that by a fleet of 100 tractors, and it slashes a staggering $618,000 off their operating expenses."

These numbers, Dougherty said, take on added significance when traditional fleet costs are analyzed.

"Our studies indicated that common carriers, contract carriers, private carriers and leasing companies spend as much as 50 cents out of every dollar on fuel," he explained. "No other area offers as much opportunity as fuel savings for lowering their cost of (truck) ownership."

factories list auction dates

American Motors

Nov. 23—Aptco Auto Auction, Taylor, Mich.

Nov. 24—Kansas City Auto Auction, Kansas City, Mo.; Metropolitan Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O.; Southern Auto Auction, Warehouse Point, Conn., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Nov. 26—Concord Auto Auction, Acton, Mass.

Nov. 30—D-A Auto Auction, New Stanton, Pa.

Ford Motor Co.

Nov. 30—Dallas Auto Auction, Dallas, Tex., and Aptco Auto Auction, Taylor, Mich.

Dec. 1—Northway Exchange, Clifton Park, N. Y.; Lakeland Auto Auction, Lakeland, Fla., and Southern California Auto Auction, Fontana, Calif.

Chrysler Corp.

Nov. 23—Aptco Auto Auction, Taylor, Mich.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; D-A Auto Auction, Hatfield, Pa.

Nov. 24—Evansville Auto Auction, Evansville, Ind.

Model breakdown
Auction Averages

	November To Date	October	September
1982	$7,730	$7,962	$8,253
1981	6,204	6,457	6,564
1980	4,930	5,115	5,204
1979	4,496	4,511	4,907
1978	3,440	3,493	3,822
1977	2,836	2,812	3,010
1976	2,064	2,091	1,976
1975	1,218	1,355	1,271
OVERALL AVERAGE	$4,524	$4,513	$4,807

Used car sales
Auction Averages

November to date	$4,524
Month ago	$4,513
Year ago	$4,315

Rikess honored for 25

A 25-year dealer award plaque is presented to E. R. Rikess, right, president, Southview Chevrolet, Inver Grove Heights, Minn., by R. W. Kruse, Minneapolis zone manager.

Lightfoot joins MVMA as legislative analyst

DETROIT. — Jane Lightfoot has been appointed to the newly created position of legislative information associate in the State Relations Department of MVMA.

She will be responsible for monitoring and analyzing state legislation and proposed regulations concerning manufacturer/dealer franchises. She will also monitor, review and analyze state legislation dealing with the manufacture, sale and use of motor vehicles.

Bendix names Larounis V-P and group executive

SOUTHFIELD, Mich. — George P. Larounis has been elected a corporate vice president of Bendix Corp.

As vice president and group executive for Europe, he will have overall responsibility for Bendix European automotive operations and Bendix Mintex in Australia.

used-car auction directory

Display Rates: $64.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $20.00; 13-times, $18.50; 26-times, $16.50; 52-times, $13.50. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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Car assemblies total 68,345

Holiday trims week's auto output

By Patricia Hoffman
Staff Writer

With only three days of production last week due to the Thanksgiving holiday, domestic auto output fell 28.58 percent short of the previous week's five-day total.

The auto makers targeted 68,345 units last week, down from the previous week's 95,669, and down 12.14 percent from 77,785 units in the comparable 1981 week, also shortened due to the holiday.

So far this year, the manufacturers have finished 4,677,782 cars, a 20.99 percent decline from last year's 5,920,581.

Two General Motors points were closed last week for inventory control. The GM Van Nuys and Wilmington facilities, idled Nov. 8, are slated to resume today (Nov. 29).

GM's Bowling Green (Corvette) plant and Ford Motor's Loraine (Thunderbird and Cougar) facility remained idle last week for model changeover. Production of the 1983 Corvette is slated to begin at Bowling Green in December. The Ford Loraine plant will remain closed until January.

Operations resumed last week at GM's Leeds and Willow Run facilities, plus Chrysler Corp.'s Belvidere point. All three points had been idle for inventory adjustment.

GM's Detroit plant worked 48 minutes of overtime on each of two shifts last Monday and Tuesday. Normal eight-hour operations resumed on Wednesday.

Job-One production of the Ford Crown Victoria will begin today at the company's St. Louis plant. Production will start at a rate of 8.6 units per hour on two shifts.

All U. S. car facilities were idle last Thursday and Friday in observance of the Thanksgiving holiday.

Truck production drops as holiday cuts work week

The holiday week pulled domestic truck production down 33.52 percent from the previous week's five-day total. All U. S. truck assembly points were idle last Thursday and Friday in observance of Thanksgiving.

Last week, the makers slated 21,963 units, down from the previous week's 33,035, but up 13.78 percent from 19,303 units built in the comparable 1981 period, also shortened due to the holiday.

So far this year, the manufacturers have assembled 1,742,983 units, a 15.46 percent gain from last year's 1,509,540.

General Motors' Janesville plant was idle for the last of a three-week shutdown last week due to high inventories. Operations are scheduled to resume today (Nov. 29).

The coach line at GM's Pontiac point remains closed due to lack of orders. Production of coaches, idled last August, is slated to resume in January.

Four assembly points returned last week following downtime for inventory control. They were: GM Flint (Line-One) and Pontiac (medium-duty), plus Ford Kansas City light-truck line and Chrysler Corp. Belvidere.

Volkswagen of America's Westmoreland plant, idled June 28, remained closed last week. Operations are slated to resume in December.

Canadian car production rises 40 pct. to 17,713

Canadian auto production jumped 39.92 percent last week from the previous week's total as operations resumed at Ford Motor's St. Thomas facility following downtime due to high inventories.

The auto makers slated 17,713 units last week, up from the previous week's 12,659, and up 16.63 percent from 15,187 units built in the comparable 1981 period.

Truck output last week was targeted at 7,274 units, down 1.73 percent from the previous week's 7,402, and down 38.51 percent from 11,829 trucks built in the comparable 1981 period.

So far this year, the truck makers have finished 446,481 units, a 4.70 percent decline from last year's 468,499.

Chrysler Corp.'s Windsor car and truck facilities remained closed last week due to a strike. Operations at the points were halted Nov. 5

American Motors' Brampton car facility was idle for the second week last week due to high inventories. Operations are slated to resume Dec. 13.

Back last week from inventory-control downtime was Ford's St. Thomas car facility. The plant was idled Nov. 8.

General Motors' Oshawa car point will close today (Nov. 29) for two weeks due to poor sales. The point is slated to return Dec. 13.

The GM Oshawa truck plant will be idle for one week starting Dec. 6, also the result of poor sales.

Quality changes average $128 on '83s, BLS says

WASHINGTON. — The value of quality changes for 1983 domestic cars included in the government's wholesale price index averaged $107.66 at the manufacturing level and $128.04 at retail, according to the Bureau of Labor Statistics.

The annual assessment made by the BLS said the estimates represent about 49.9 percent of the average increase of $215.55 wholesale and about 48.5 percent of the average rise of $263.92 retail.

The $128.04 estimated retail quality change breaks down into $64.65 for changes to improve fuel economy and reduce emissions to meet current and expected federal standards, and $63.39 for other changes such as improved warranties and better rust protection.

EPA delays tougher diesel particulate rule

Continued from Page 3

production. Hence, it set the 1987 effective date.

EPA will hold a public hearing Jan. 18 at its Ann Arbor (Mich.) testing facilities.

Emission-control manufacturers and environmentalists are not expected to object to the two-year delay.

A GM spokesman applauded the EPA move, saying, "This will give us time to work on the technology required to meet the standard."

In the meantime, air quality will not be significantly affected, he said.

Phil Hutchinson, vice president for governmental affairs for Volkswagen of America, said he thought it was "a good idea, since none of us can meet the 0.2 gpm standard."

It will give makers time to work on the technology and to investigate whether the standard is necessary at that level, he said.

A Washington spokesman for Ford Motor Co. said: "We think EPA's decision makes common sense. As we have testified on several occasions, the technology does not exist to meet the standard by 1985. Ford is continuing to work on its own research laboratories and with our suppliers on particulate traps for diesel engines."

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 27, 1982	Week Ended Nov. 28, 1981	Week Ended Nov. 20, 1982	Nov. to Date	Jan. 1 to Nov. 28, 1981	Jan. 1 to Nov. 27, 1982
CHEVROLET	7,211	4,878	9,422	35,434	430,542	601,647
DODGE	1,400	1,468	2,136	8,064	86,469	115,083
FORD	9,000*	7,491	14,665	39,696	586,088	634,432
GMC	2,171	2,141	2,625	10,957	158,171	208,422
INTERNATIONAL	618*	675	1,030*	2,672	63,655	42,552
VOLKSWAGEN	.....	.....	.....	.....	35,771	8,103
JEEP	513	1,200*	2,107	6,175	82,688*	79,514
AM GENERAL	50*	50*	50*	200*	3,436*	2,230*
MISCELLANEOUS	1,000*	1,400*	1,000*	4,000*	62,720*	51,000*
Total Trucks, U. S.	21,963	19,303	33,035	107,198	1,509,540	1,742,983

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 27, 1982	Week Ended Nov. 28, 1981	Week Ended Nov. 20, 1982	Nov. to Date	Jan. 1 to Nov. 28, 1981	Jan. 1 to Nov. 27, 1982
CHRYSLER CORP.	.....	1,957	.....	4,191	78,136	92,404
FORD MOTOR	2,914	3,201	3,111	9,226	128,700	124,450
GENERAL MOTORS	4,100	6,434	4,028	14,573	251,049	219,373
INTERNATIONAL	260	237	263	1,046	10,614	10,254
Total Trucks, Canada	7,274	11,829	7,402	29,036	468,499	446,481
N. American Trucks	29,237	31,132	40,437	136,234	1,978,039	2,189,464

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Nov. 27, 1982	Week Ended Nov. 28, 1981	Week Ended Nov. 20, 1982	Nov. to Date	Jan. 1 to Nov. 28, 1981	Jan. 1 to Nov. 27, 1982
AMERICAN MOTORS	2,280	.....	3,708	14,345	109,672*	92,496
AMC Total	480	.....	808	2,914	.....	48,242
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Renault Total	1,800	.....	2,900	11,431	.....	44,254
Alliance	1,800	.....	2,900	11,431	.....	44,254
CHRYSLER CORP.	8,650	9,804	10,724	44,680	706,447	543,817
Plymouth Total	3,650	4,067	3,842	16,474	347,243	218,330
Horizon	1,300	1,445	.....	3,581	130,165	69,306
Reliant	2,300	2,622	3,772	12,653	207,491	147,731
Caravelle ('81)	.....	.....	.....	.....	2,139	.....
Caravelle ('83)	50	.....	70	240	.....	1,293
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	1,400	1,756	2,358	8,728	51,097	105,029
LeBaron	700	1,756	1,313	4,702	46,235	89,929
Chrysler	.....	.....	.....	.....	4,862	.....
Chrysler E-Class	700	.....	1,045	4,026	.....	15,100
Dodge Total	3,600	3,981	4,524	19,478	308,107	220,458
Omni	1,100	1,315	.....	3,341	116,933	64,741
Aries	1,700	2,058	3,330	11,839	163,465	117,341
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	350	608	533	1,966	11,383	28,559
Dodge 600	450	.....	661	2,332	.....	9,817
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	17,137	19,499	28,715	92,941	1,255,663	1,007,584
Ford Division	10,600	13,003	17,714	56,164	849,393	629,843
Escort	4,270	5,319	7,000	18,600	337,003	247,208
Fairmont	2,238	2,122	3,718	13,022	170,379	116,651
Mustang	1,105	2,240	1,853	6,583	143,038	113,539
LTD/Granada	2,876	1,672	4,957	17,501	96,406	116,839
Thunderbird	.....	1,488	.....	.....	60,359	29,326
Crown Victoria/Ford	.....	.....	.....	.....	40,886	.....
EXP	111	162	186	458	1,322	6,280
L-M Division	6,537	6,496	11,001	36,777	406,270	377,741
Mercury Total	5,105	5,499	8,580	28,093	345,499	288,789
Lynx	1,234	1,262	2,169	5,275	113,301	76,592
Capri	234	742	424	1,324	47,351	30,742
Zephyr	653	665	1,122	3,924	48,781	37,088
Marquis/Cougar	1,194	1,489	1,866	6,805	46,170	52,829
Cougar/XR-7	.....	435	.....	.....	27,980	10,580
Gr. Marquis/Marquis	1,747	785	2,953	10,587	61,187	79,228
LN7	43	121	46	178	729	1,730
Lincoln Total	1,432	997	2,421	8,684	60,771	88,952
Continental ('82)	287	498	485	1,737	10,669	18,319
Lincoln	856	303	1,450	5,205	25,523	43,272
Mark VI	289	196	486	1,742	24,579	27,361
GENERAL MOTORS	38,278	48,485	49,155	202,971	3,692,564	2,955,313
Buick Division	9,668	9,040	11,825	48,923	814,244	690,408
Skylark	2,172	1,941	321	6,216	247,903	127,747
Skyhawk J	537	.....	.....	2,506	.....	60,289
Century	1,581	1,091	2,628	7,485	95,934	104,172
Regal	2,420	2,935	3,993	14,677	246,094	190,572
Buick	2,376	2,022	3,889	14,491	160,225	168,177
Riviera	582	1,051	994	3,548	64,088	39,451
Cadillac Division	3,729	3,241	5,907	23,543	240,696	222,230
Cimarron	324	194	476	1,698	21,812	8,369
Seville	352	190	588	2,123	22,290	20,686
Eldorado	749	699	1,263	4,552	53,792	51,997
Cadillac	2,304	2,158	3,580	15,170	142,802	141,178
Chevrolet Division	11,144	18,635	12,207	51,895	1,358,575	936,616
Chevette	.....	4,597	.....	5,107	327,447	189,987
Cavalier	1,869	4,972	2,622	7,996	131,981	86,131
Celebrity	732	1,916	878	2,786	10,957	61,263
Camaro	1,512	937	2,011	10,664	91,464	199,565
Citation	1,611	1,854	1,972	4,700	284,298	148,632
Malibu	2,560	2,127	2,470	10,540	212,837	115,368
Monte Carlo	2,560	1,637	1,847	8,388	128,651	74,623
Chevrolet	300	280	407	1,714	145,379	38,533
Corvette	.....	315	.....	.....	25,561	22,514
Oldsmobile Division	10,965	8,515	14,346	62,331	781,670	710,996
Omega	984	.....	.....	2,604	125,426	69,777
Firenza	765	.....	.....	2,884	.....	41,532
Cutlass	3,120	2,890	4,832	19,377	344,439	195,079
Cutlass/Ciera	1,647	1,620	2,775	11,332	13,238	114,433
Oldsmobile	3,924	3,260	5,851	22,945	256,761	258,571
Toronado	525	745	888	3,189	41,806	31,604
Pontiac Division	2,772	9,054	4,870	16,279	497,379	395,063
Acadian†	.....	111	.....	134	17,905	9,489
2000	879	3,632	1,216	2,095	82,427	36,611
1000	.....	1,080	.....	488	83,682	32,760
Firebird	504	576	775	4,696	45,364	118,270
Phoenix	429	663	781	2,012	91,333	43,537
G. Prix/B'ville ('83)	960	1,992	2,098	6,854	115,147	124,054
A6000	.....	1,000	.....	.....	9,430	30,342
LeMans	.....	.....	.....	.....	42,027	.....
Pontiac	.....	.....	.....	.....	10,064	.....
HONDA*	50*	.....	100*	250*	.....	250*
VOLKSWAGEN	1,950	.....	3,297	8,501	154,226	76,159
CHECKER	.....	.....	.....	.....	2,009*	2,163*
Total Cars, U. S.	68,345	77,785	95,699	363,688	5,920,581	4,677,782

CANADIAN CAR PRODUCTION

	Week Ended Nov. 27, 1982	Week Ended Nov. 28, 1981	Week Ended Nov. 20, 1982	Nov. to Date	Jan. 1 to Nov. 28, 1981	Jan. 1 to Nov. 27, 1982
AMERICAN MOTORS	.....	980	.....	2,437	32,558	28,252
CHRYSLER CORP.	.....	2,112	.....	5,368	59,497	144,488
FORD MOTOR	8,448	427	3,905	18,249	194,060	262,565
GENERAL MOTORS	9,040	11,443	8,529	30,110	445,708	328,359
VOLVO	225	225	225	855	9,560	9,457
Total Cars, Canada	17,713	15,187	12,659	58,019	741,383	773,121
N. American Cars	86,058	92,975	108,358	421,707	6,661,964	5,450,903
N. American Trucks	29,237	31,132	40,437	136,234	1,978,039	2,189,464
North American Cars and Trucks	115,295	124,107	148,795	557,941	8,640,003	7,640,367

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.
*—Honda figures are estimated. Actual Honda production totals will be released next Spring.